

**EXAMINATION QUALIFICATION REQUIREMENTS**

RE 423 (Rev. 10/07)

SALESPERSON APPLICANTS**Course Requirements for Salesperson Examination**

To qualify to take an examination for a real estate salesperson license, an applicant must submit evidence (transcript) of having completed a college-level course in **Real Estate Principles**, **Real Estate Practice**, and *one* additional course from the following:

- Accounting
- Business Law
- Common Interest Developments
- Computer Applications in Real Estate
- Escrows
- Legal Aspects of Real Estate
- Mortgage Loan Brokering and Lending
- Property Management
- Real Estate Appraisal
- Real Estate Economics
- Real Estate Finance
- Real Estate Office Administration

Examination Applicants Prior to October 1, 2007

Applicants who qualified to take the examination prior to October 1, 2007 by completing only the **Real Estate Principles** course, are required to submit acceptable evidence of having completed the Real Estate Practice and one additional college-level course referred to above prior to the issuance of their original salesperson license.

Conditional examination applicants have two years from the original application date to take and pass the examination. Once the two-year application expires, conditional examination applicants must submit all required courses, Real Estate Principles, Real Estate Practice and one additional course in order to be scheduled for the examination.

Standards for acceptable college-level courses

Each college-level course required to qualify for a real estate license examination must:

1. Be either a three-semester unit or four-quarter unit course.
2. Have been taken at either:
 - An institution of higher learning accredited by the Western Association of Schools and Colleges or by a comparable regional accrediting agency recognized by the United States Department of Education, OR
 - A private real estate school which has had its courses approved by the California Real Estate Commissioner as "statutory courses."

Note: Do not confuse college-level semester or quarter-unit statutory courses with continuing education courses. Continuing education courses are courses that must be submitted to renew a license, and are only acceptable if they were approved by the Department of Real Estate (DRE).

Courses taken through a foreign institution of higher learning must be evaluated by a foreign credentials evaluation service approved by the DRE.

Refer to the *Instructions to License Applicants* booklet for additional information.

For additional information:

The DRE Web site dre.ca.gov also contains useful information.

BROKER APPLICANTS

Course requirements for broker examination

An applicant for the broker examination must have completed *eight* college-level courses, in addition to the experience/educational requirements. These eight courses *must* include the following:

- a. Real Estate Practice
- b. Legal Aspects of Real Estate
- c. Real Estate Finance
- d. Real Estate Appraisal
- e. Real Estate Economics or Accounting
- f. And three* courses from the following group:
 - Advanced Legal Aspects of Real Estate
 - Advanced Real Estate Appraisal
 - Advanced Real Estate Finance
 - Business Law
 - Common Interest Developments
 - Computer Applications in Real Estate
 - Escrows
 - Mortgage Loan Brokering and Lending
 - Property Management
 - Real Estate Office Administration
 - Real Estate Principles

* *If applicant completes both Accounting and Real Estate Economics, only two courses from group “f” are required.*

Experience

A broker applicant must have two years of full-time experience as a licensed real estate salesperson within a five year period immediately preceding the application date. For further information, including examples of acceptable types of equivalent experience and the forms that will be required, refer to the *Instructions to License Applicants* booklet available at dre.ca.gov.

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1. Be either a three-semester unit or four-quarter unit course.
2. Have been taken at either:
 - An institution of higher learning accredited by the Western Association of Schools and Colleges or by a comparable regional accrediting agency recognized by the United States Department of Education, OR
 - A private real estate school which has had its courses approved by the California Real Estate Commissioner as “statutory courses.”

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